

Mitra Adiperkasa Tbk (MAPI IJ)

Terhambat Pengetatan PPKM

BUY

Target Price (IDR)	825
Consensus Price (IDR)	893
TP to Consensus Price	-7.6%
Potential Upside	+33.1%

Shares data

Last Price (IDR)	620
Price date as of	30 July 2021
52 wk range (Hi/Lo)	945 / 555
Free float (%)	44.0%
Outstanding sh.(mn)	16,600
Market Cap (IDR bn)	13,363
Market Cap (USD mn)	925
Avg. Trd Vol - 3M (mn)	23.22
Avg. Trd Val - 3M (bn)	18.4
Foreign Ownership	22.4%

Consumer Cyclical

Retail

Bloomberg	MAPI IJ
Reuters	MAPI.JK

Kami menyaksikan peningkatan, tercermin dalam SSSG dan kinerja laba bersih di 1Q21. Tapi, kenaikan ini tidak akan bertahan lama karena MAPI sangat terdampak oleh perpanjangan PPKM darurat.

Pertumbuhan pendapatan berada di area negatif

- Pada 1Q21, MAPI mencatat pendapatan sebesar IDR4,3 triliun (-8,4% YoY, -7,8% QoQ) dan laba bersih sebesar IDR26 miliar.
- Pertumbuhan pendapatan kembali ke wilayah negatif setelah menunjukkan peningkatan kuartalan. Ini disebabkan oleh ketatnya penerapan Pemberlakuan Pembatasan Kegiatan Masyarakat (PPKM) pada awal Jan 21
- Penjualan ritel kembali tumbuh pada 1Q21, di atas level sebelum pandemi, kami duga didukung oleh berbagai promosi penjualan selama Tahun Baru Imlek.
- Namun, segmen *department store* dan kafe & restoran terus mencatat pertumbuhan negatif masing-masing sebesar -21,9% YoY dan -18,7% YoY.
- Di antara biaya, penurunan signifikan dalam biaya sewa dan karyawan memainkan peran besar dalam memperkecil rugi bersih selama tiga kuartal sebelumnya.
- Secara tahunan, margin operasi dan laba bersih di 1Q21 tercatat lebih tinggi masing-masing sebesar 4,4% dan 0,6% (1Q20: 3,4% dan 0,2%), tetapi margin kotor turun menjadi 41,7% (vs. 45,6% di 1Q20).

Menyesuaikan Estimasi karena kondisi yang kurang baik

- MAPI membukukan SSSG -21% di 1Q21, kurang optimal tapi wajar, karena kebijakan PPKM yang berkepanjangan.
- Meskipun pemulihan berlanjut, menurut kami, kenaikan ini tidak bertahan lama mengingat PPKM darurat yang diperpanjang.
- Kami terus mewaspadai faktor-faktor yang kemungkinan akan menekan kinerja penjualan di 2H21 mengingat >50% dari total toko mereka berlokasi di mal tingkat pertama.
- Dengan demikian, kami menurunkan perkiraan pendapatan kami sebesar -4%/7% untuk FY21E/22E karena alasan di atas dan lemahnya pemulihan daya beli.
- Kami juga melihat bahwa MAPI juga telah meningkatkan pengiriman produk dari prinsipal sejak pertengahan Maret untuk menjaring kenaikan permintaan selama musim perayaan di kuartal 2.
- Selain itu, kontribusi MAPI digital meningkat menjadi 10,9% dari total penjualan (vs 10,3% di 4Q20).
- MAPI kini fokus memperkuat posisi digitalnya melalui kerjasama dengan Atome, menyediakan platform online (Mapemall dan Mono), serta layanan *online "chat and buy"*.

Valuasi

- Revisi turun perkiraan pendapatan kami menyebabkan penurunan TP berbasis SOTP menjadi Rp825 (dari Rp975).
- Namun, kami mempertahankan rekomendasi BUY untuk MAPI karena perusahaan telah terbukti pulih lebih cepat dibandingkan dengan peritel lainnya
- Kami juga relatif optimis penjualan musiman di 4Q akan membalikkan kinerja mereka, didorong kemajuan peluncuran vaksin Covid-19.

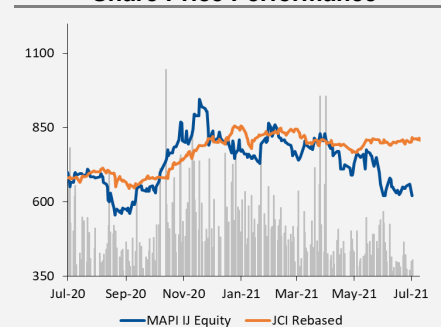
Mitra Adiperkasa Tbk | Summary (IDR bn)

	2020	2021F	2022F	2023F
Revenue	14,847	15,803	17,115	18,929
Growth	-31.2%	6.4%	8.3%	10.6%
Net Profit	(554)	330	418	454
Growth	N/A	159.5%	26.9%	8.6%
EPS (IDR)	(33)	20	25	27
P/E	-23.7x	41.5x	32.7x	30.2x
P/BV	2.4x	2.3x	2.2x	2.1x
EV/EBITDA	13.0x	6.8x	6.1x	6.1x
ROE	-8.5%	4.7%	5.7%	6.0%
DER	30.4%	26.4%	23.2%	21.2%
Dividend Yield	0.0%	0.0%	1.3%	1.6%

Source: Company Data, Bloomberg, NHKSI Research

Please consider the rating criteria & important disclaimer

Share Price Performance



	YTD	1M	3M	12M
Abs. Ret.	-21.5%	-0.8%	-22.5%	-9.5%
Rel. Ret.	-22.1%	-2.2%	-24.4%	-27.4%

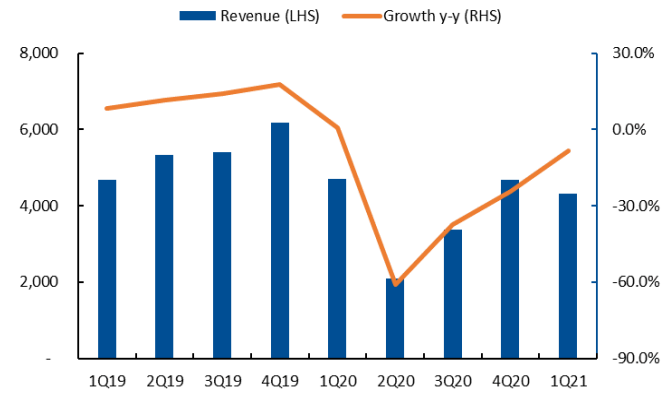
Putu Chantika Putri D

+62 21 5088 9129

Putu.chantika@nhsec.co.id

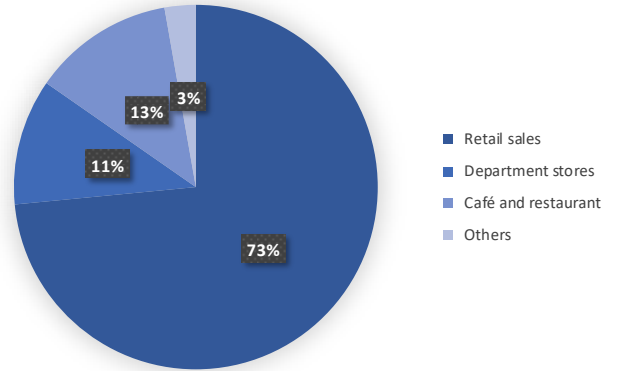
Performance Highlights

MAPI Quarterly Net Revenues | 1Q19 - 1Q21



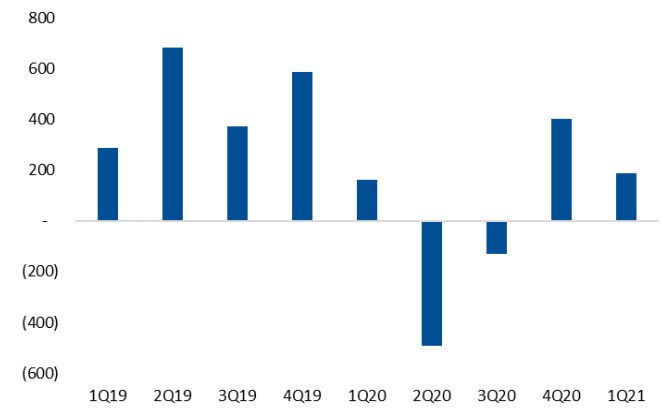
Source: Company, NHKSI Research

MAPI Revenue Breakdown | 1Q21



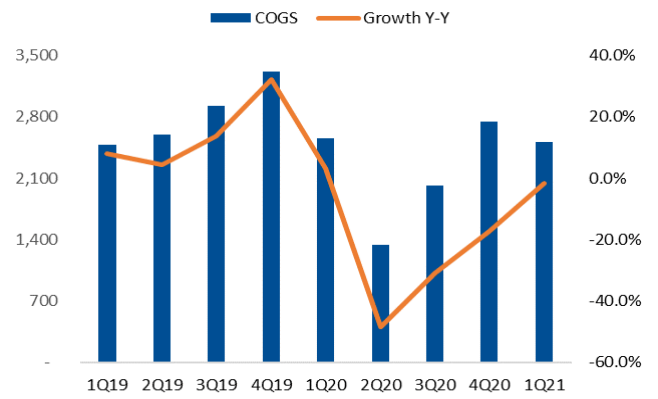
Source: Company, NHKSI Research

EBIT | 1Q19 - 1Q21



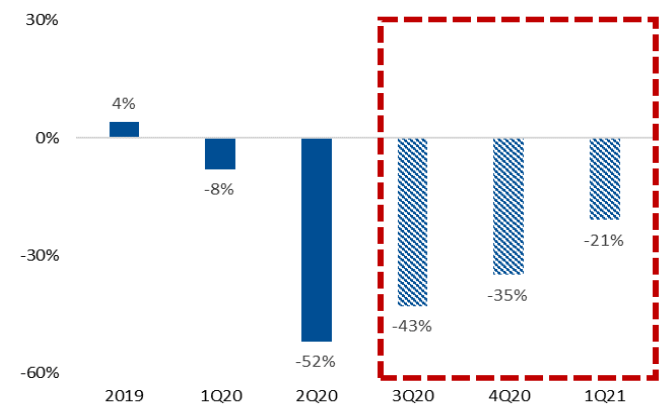
Source: Company, NHKSI Research

COGS | 1Q21



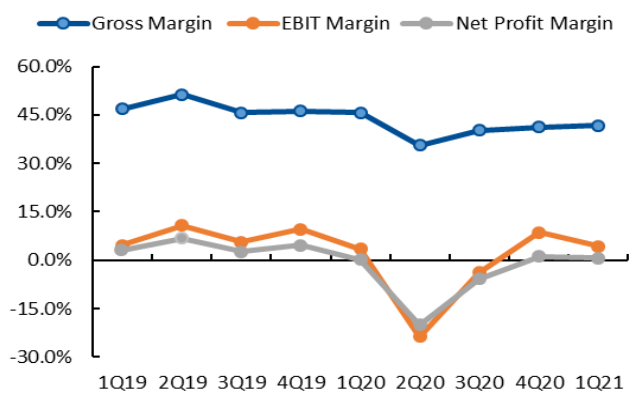
Source: Company, NHKSI Research

MAPI SSSG | 1Q21



Source: Company, NHKSI Research

Margin Ratios | 1Q19 - 1Q21



Source: Company, NHKSI Research

Company Overview



MAPI merupakan salah satu perusahaan ritel di Indonesia dengan portfolio brand terbanyak, lebih dari 154 merek global. MAPI didirikan pada tahun 1995 dengan berfokus pada produk alat olahraga. Kini, MAPI telah berkembang pesat dengan lini usaha di produk olahraga, fashion, department stores, makanan & minuman, produk anak-anak dan gaya hidup, dengan target konsumen menengah-atas.

Selain di Indonesia, MAPI juga beroperasi di berbagai negara tetangga, seperti Singapura, Malaysia, Thailand, Australia dan lainnya. Pada 2016, MAPI juga melebarkan sayapnya ke Vietnam melalui pembukaan gerai Zara pertama. Di Indonesia sendiri, terdapat lebih dari 2.300 gerai ritel MAPI yang tersebar di 71 kota besar.

Industri Ritel Indonesia di ASEAN

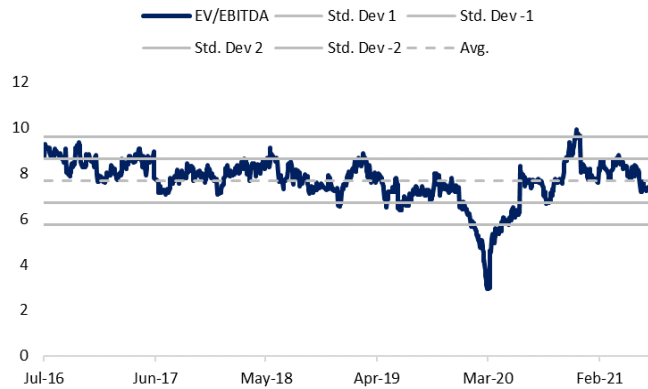
Indonesia merupakan negara dengan jumlah penduduk terbesar di ASEAN. Hal ini menjadikan Indonesia sebagai tempat yang menguntungkan bagi bisnis ritel. Pasar ritel Indonesia dikuasai oleh LPPF, RALS, MAPI dengan gerai yang tersebar di seluruh Indonesia. Pada 2019, Aprindo menargetkan pertumbuhan bisnis ritel mencapai

ASEAN Retailers

Company	Market Cap (USD mn)	Asset (USD mn)	Sales Growth	Gross Margin	Operating Margin	ROE LTM	P/E LTM	P/BV LTM	Dividend Yield
Indonesia									
LPPF	328	454	-52.91%	58.5%	-18.0%	-100.3%	N/A	11.1x	N/A
RALS	309	380	-54.83%	43%	-10.2%	-6.1%	N/A	1.2x	7.9%
MAPI	712	1,268	-31.38%	42%	-0.5%	-9.5%	N/A	1.9x	N/A
Singapore									
Metro Holdings	488	1,747	-53.71%	16%	-7%	2.4%	17.9x	0.4x	2.5%
Malaysia									
Parkson Holdings Bhd	48	2,440	-19.41%	N/A	4%	-23.0%	N/A	0.1x	N/A
Thailand									
Robinson PCL	N/A	878	17.54%	34%	10%	15.1%	N/A	N/A	N/A
Philippines									
SM Investments Corp	21,954	25,503	-20.75%	35%	11%	6.0%	46.0x	2.7x	0.5%

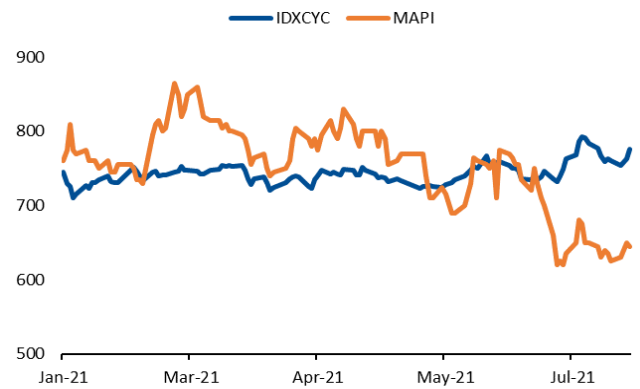
Valuation highlights in charts

5-year trailing EV/EBITDA band



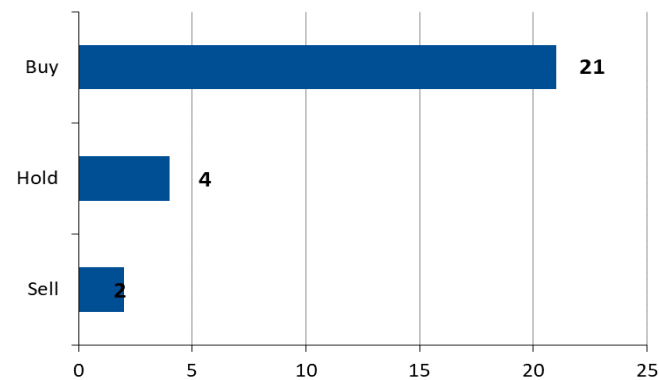
Source: Company Data, NHKSI Research

MAPI and IDX Cyclical Index



Source: Company Data, NHKSI Research

Consensus of analyst recommendation



Source: Bloomberg

Closing and Target Price Update



Source: NHKSI research

Rating and Target Price Update

Target Price Revision

Date	Rating	Target Price	Last Price	Consensus	vs Last Price	vs Consensus
8/19/2019	Buy	1,200	990	1,118	21.2%	7.4%
13/07/2020	Buy	870	720	857	20.8%	1.5%
16/12/2020	Buy	975	845	937	15.4%	4.0%
02/08/2021	Buy	825	620	893	33.1%	-7.6%

Source: NHKSI research, Bloomberg

Summary of Financials

INCOME STATEMENT				
(IDR bn)	2020/12A	2021/12E	2022/12E	2023/12E
Sales	14,847	15,803	17,115	18,929
<i>Growth</i>	-31.2%	6.4%	8.3%	10.6%
Cost of Good Sold	(8,666)	(8,862)	(9,276)	(10,411)
Gross Profit	6,181	6,941	7,839	8,518
<i>Gross Margin</i>	41.6%	43.9%	45.8%	45.0%
Operating Expenses	(6,238)	(6,051)	(6,734)	(7,335)
EBIT	(57)	890	1,105	1,183
<i>EBIT Margin</i>	-0.4%	5.6%	6.5%	6.2%
Depreciation	871	773	859	883
EBITDA	814	1,663	1,964	2,066
<i>EBITDA Margin</i>	5.5%	10.5%	11.5%	10.9%
Interest Expenses	(552)	(488)	(428)	(370)
EBT	(724)	333	608	661
Income Tax	139	(31)	(156)	(169)
Minority Interest	32	28	(34)	(38)
Net Profit	(554)	330	418	454
<i>Growth</i>	-159.3%	159.5%	26.9%	8.6%
<i>Net Profit Margin</i>	-3.7%	2.1%	2.4%	2.4%

BALANCE SHEET				
(IDR bn)	2020/12A	2021/12E	2022/12E	2023/12E
Cash	2,788	2,668	3,027	3,445
Receivables	342	351	343	331
Inventories	3,715	3,714	3,300	3,431
Total Current Assets	8,165	8,314	8,511	9,309
Net Fixed Assets	3,365	3,370	3,162	3,035
Other Non Current Asset	983	1,032	1,018	1,053
Total Non Current Assets	9,485	9,369	9,153	9,063
Total Assets	17,650	17,684	17,665	18,372
Payables	1,621	1,632	1,672	1,751
ST Bank Loan	2,497	2,129	1,906	1,790
Total Current Liabilities	7,345	6,909	6,753	7,207
LT Debt	2,873	2,534	2,191	2,106
Total Liabilities	11,151	10,644	10,363	10,850
Capital Stock	830	830	830	830
Retained Earnings	2,905	3,413	3,659	3,897
Shareholders' Equity	6,499	7,040	7,302	7,521

CASH FLOW STATEMENT				
(IDR bn)	2020/12A	2021/12E	2022/12E	2023/12E
Operating Cash Flow	(1,028)	756	1,506	1,528
Investing Cash Flow	(876)	(661)	(647)	(789)
Financing Cash Flow	3,181	(306)	(500)	(320)
Net Changes in Cash	1,277	(210)	359	418

Source: NHKSI Research

PROFITABILITY & STABILITY				
	2020/12A	2021/12E	2022/12E	2023/12E
ROE	-8.5%	4.7%	5.7%	6.0%
ROA	-3.1%	1.9%	2.4%	2.5%
Inventory Turnover	2.4x	2.4x	2.6x	3.1x
Receivable Turnover	39.6x	45.6x	49.3x	56.2x
Payables Turnover	5.1x	5.4x	5.6x	6.1x
Dividend Yield	0.0%	0.0%	1.3%	1.6%
Payout Ratio	0.0%	0.0%	51.5%	35.8%
DER	82.6%	66.2%	56.1%	51.8%
Net Gearing	28.2%	30.4%	21.4%	23.7%
Equity Ratio	36.8%	39.8%	41.3%	40.9%
Debt Ratio	0.3x	0.3x	0.2x	0.2x
Financial Leverage	2.3x	2.6x	2.5x	2.4x
Current Ratio	1.1x	1.2x	1.3x	1.3x
Quick Ratio	0.6x	0.7x	0.8x	0.8x
Par Value (IDR)	50	50	50	50
Total Shares (mn)	16,600	16,600	16,600	16,600
Share Price (IDR)	790	825	825	825
Market Cap (IDR tn)	13.1	13.7	13.7	13.7

VALUATION INDEX				
	2020/12A	2021/12E	2022/12E	2023/12E
Price /Earnings	-23.7x	41.5x	32.7x	30.2x
Price /Book Value	2.4x	2.3x	2.2x	2.1x
PE/EPS Growth	0.1x	-0.3x	1.2x	3.5x
EV/EBITDA	13.0x	6.8x	6.1x	6.1x
EV/EBIT	-184.5x	12.7x	10.9x	10.6x
EV (IDR bn)	10,549	11,331	12,034	12,537
Revenue CAGR (3-Yr)		-5.8%	-7.4%	8.4%
Net Income CAGR (3-Yr)		-23.4%	-23.5%	-193.6%
Basic EPS (IDR)	(33)	20	25	27
BVPS (IDR)	329	360	374	389
DPS (IDR)	-	-	10.3	13.1

OWNERSHIP	
Shareholders	%
Satya Mulia Gema	51.0
Employees Provident Fund	5.0
Schroder Investment	3.5
Norges Bank	3.0
By Geography	%
Indonesia	69.9
Malaysia	6.5
United States	5.9
Norway	3.8

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1. Based on a stock's forecasted absolute return over a period of 12 months from the date of publication.
2. Rating system based on a stock's potential upside from the date of publication
 - Buy : Greater than +15%
 - Overweight : +5% to 15%
 - Hold : -5% to +5%
 - Underweight : -5% to -15%
 - Sell : Less than -15%

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